

Hans Eckman provides linchpin leadership for rapidly changing companies by creating team optimization solutions across diverse industries.

Contact Hans Eckman if your company wants to:

Use innovation programs to drive cultural changes and empower teams

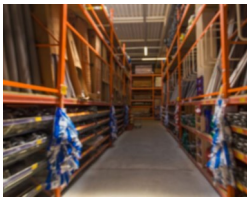


- Facilitated the delivery of *Innovation* contest winning projects, which resulted in a projected \$5 million cost savings and \$60 million net new revenue over 5 years.
- Helped grow EIS Internship program from 22 to 37 positions (2016), 50% conversion (2015), and hosted intern group projects under *Innovation Programs*

Did you know?

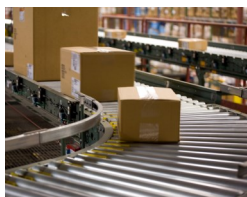
- Hans has given over 50 presentations at conferences in the U.S. and Canada, including DragonCon and Building Business Capability?
- Hans scored an overall 92% favorable rating and 100% in 4 of 9 categories in a 2014 SunTrust Voice of the Teammate survey.
- In the 9 areas of the DDI "Manager Ready" assessment, Hans scored Exceptional in 5 and Strong in 3.

Simplify and automate operational processes



- Designed new product platform for Market Velocity which decreased new client development time by 80% and client cost by 40%, while increasing profit by 135%.
- Defined and managed development of a safety reporting and compliance system that replaced 80% of paperwork for The Home Depot's 2,000+ US and Canada stores.

Build tools and operational support for new initiatives



- Developed a B2B ordering and warehouse management system for Spiderwear which resulted in an 800% increase in productivity.
- Built operational support model for a new Voicocom strategic partner/private label channel and reduced partner launch time from 3 weeks to 3 days.

Last 5 Roles

- SunTrust Bank
 - GVP, Enterprise Innovation Programs
 - GVP, Security Services Workstream Manager
 - VP, Enterprise Business Analyst
- S&K Ventures
 - VP, Product Development
- Market Velocity
 - Director, Product Management

Develop high performing teams and future leaders



- Grew a new SunTrust Security Services Workstream from 8 teammates and \$9 million in delivery to ~45 teammates and \$16 million in project delivery in 3 years.
- Personally coached 10 SunTrust teammates on a recurring basis (10+ ad-hoc), *Insights* leadership development program participants, and EIS Interns.

Create Centers of Excellence to leverage thought leaders



- Co-founded the SunTrust Business Analyst Center of Excellence which improved delivery capabilities through methodology changes and best practice mentoring.
- Built the SunTrust *Archer* practice which included Shared Services development, governance, Center of Excellence (Leads), and Community of Practice (Practitioners).

Visit EckmanGuides.com for presentations, articles, and additional background information.